

Message Text

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PAGE 01 TOKYO 06095 101044Z

51

ACTION EA-07

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /015 W

----- 104571

R 100835Z MAY 74

FM AMEMBASSY TOKYO

TO USDOC WASHDC

INFO SECSTATE WASHDC 1772

UNCLAS TOKYO 6095

FOR COMMERCE/OIM/MRD CODE-216"WELCH

E.O. 11652: N/A

TAGS: BEXP, JA

SUBJECT: TIR/MR AVIONICS AND AVIATION SUPPORT EQUIPMENT

REF: STATE A-2719 AND STATE 073827

1. OF TWELVE COMPANIES INVITED EIGHT SUBMITTED BIDS AS
FOLLOWS (EXCHANGE RATE \$1 EQUALS YEN 280):

- (A) A.T. KEARNEY YEN1,625,000 (\$5,804)
- (B) BUSINESS INTERNATIONAL YEN3,500,000 (\$12,500)
- (C) MENTOR YEN4,200,000 (\$15,000)
- (D) NICHIBEI TECHNICAL CONSULTANTS YEN1,300,000 (\$4,643)
- (E) PACIFIC PROJECTS YEN1,680,000 (\$6,000)
- (F) PEAT, MARWICK, MITCHELL YEN2,000,000 (\$7,143)
- (G) OVERSEAS DATA SERVICE YEN8,000,000 (\$28,571)
- (H) T.S. JOHNSEN YEN1,000,000 (\$3,571)

2. FIRM C) ELIMINATED FROM TC CONSIDERATION AS BID FOR
HONG KONG, MALAYSIA, SINGAPORE ONLY, XIRMS (B), (F), (G)
ELIMINATED DUE PRICE, OTHER CONSIDERATIONS.

3. OF FOUR LOWEST BIDS, (UQLN (D), (E), (H), TC RECOMMENDS
ACCEPTANCE OF (D), NICHIBEI TECHNICAL CONSULTANTS BID AS
BEST QUALIFIED, DUE VAST AMOUNT PRIOR EXPERIENCE AVIONICS
FIELD, SWIFTEST COMPLETION TIME AND REASONABLE PRICE.

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PAGE 02 TOKYO 06095 101044Z

4. TC NOTES OIM'S RELIANCE ON TOO FEW CONTRACTORS FOR

ALL MARKET RESEARCH, SUGGESTS EXPANSION OF LISTS OF PROVEN
PERFORMERS WITH THIS CONTRACT.

5. NICHIBEI CORPORATE INFO BEING AIRMAILED NEXT WEEK.

6. ALL BIDS MAILED OIM MAY 10.
SHOESMITH

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 10 MAY 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974TOKYO06095
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740114-0616
From: TOKYO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740555/aaaabxhp.tel
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Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EA
Original Classification: UNCLASSIFIED
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Original Previous Classification: n/a
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Review Markings:

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30 JUN 2005

Review Media Identifier:
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